



The Georgia Distinguished Exporter Award



The Annual Georgia European Union Summit organization, in collaboration with The Georgia Department of Economic Development, is accepting nominations for the third annual Georgia Distinguished Exporter Award. This award honors the small or medium-sized company with the most potential for creating employment in Georgia through the export of a unique product produced in Georgia.

Nominations will be accepted from those that have a first-hand experience of the company's business operations, product development and/or international marketing plans. Completed nominations must be received no later than September 10, 2009; nominations will be limited to entries from the first 150 companies.

The winner will be selected based on the information provided on the nomination form. The finalists will be contacted directly by the Awards Selection Committee and interviewed at their company location. The Annual Georgia European Union Summit organization will recognize and introduce the winner of the Georgia Distinguished Exporter Award at its annual dinner program in Macon in November 5, 2009. A representative of the winning company must attend the Annual Georgia European Union Summit program to receive the award.

AWARD CRITERIA

- **Company Location** - Nominee company must produce its product in Georgia, although its headquarters do not have to be in Georgia
- **Company Size** - Nominee must have 150 employees or less OR annual sales of \$75 million or less
- **Quality of Business Plan** - Nominee must have a stable organization and a business plan that includes an export component
- **Product Acceptability** - Nominee's product must be viewed as "appropriately exportable" by the Awards Selection Committee
- **Clear Export Strategy**- Nominee must have an international marketing strategy, a strategy to find foreign clients, and a proactive rather than reactive approach to exporting
- **Proven Managerial Commitment to Exporting**- Nominee must be willing to commit time and money to exporting including traveling abroad to meet with prospective buyers
- **Export Preparedness**- Nominee should be prepared to explain their plans to get paid, method of shipping, insurance, financing, etc.

NOMINATION PROCESS AND DEADLINES

Applications must be received by: September 10, 2009.

Include a copy of sales literature with this application. Samples will be accepted but are not required. No materials submitted will be returned.

All decisions by the Award Selection Committee are final.